

Message Text

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ACTION AGR-20

INFO OCT-01 EUR-25 ISO-00 EB-11 STR-08 COME-00 PA-04 PRS-01

USIA-15 CIAE-00 INR-11 NSAE-00 RSC-01 OMB-01 TRSE-00

CIEP-03 DRC-01 /102 W

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P 131512Z SEP 74

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC PRIORITY 4344

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PASS AGRICULTURE

E.O. 11652: N/A

TAGS: BBAK, NL, US

SUBJ: HOLLAND-AMERICAN GRAINS COUNCIL

1. ACCORDING TO INFORMATION WE HAVE OBTAINED FROM A.P. VAN STOLK, DIRECTOR OF VAN STOLK'S KONINKLIJKE COMMISSIEHANDEL N.V., SUBJECT ORGANIZATION IS BEING SET UP IN RESPONSE TO DEMAND BY THE FEDERATION OF DUTCH FEED COMPOUNDERS AND FEDERATION OF DUTCH FLOUR MILLS FOR A MEANS OF ESCHANGING INFORMATION WITH AMERICAN COOPERATIVES, SHIPPERS, FARM BUREAU, ET AL. THE WASHINGTON OFFICE (918-16TH STREET, N.W., SUITE 302, TEL: 785-2398) WOULD BE "CLUBHOUSE" WHERE DUTCHVISITORS INTERESTED IN U.S. GRAINS COULD MEET U.S. CONTACTS FOR EXCHANGE OF INFORMATION. COUNCIL WILL HOLD ANNUAL MEETINGS (SYMPOSIA ALTERNATELY IN U.S. AND NETHERLANDS.

2. DUTCH MEMBERS WILL APPRENTLY BE CONSUMERS OF, BUT NOT TRADERS IN, WHEAT AND FEED GRAINS. VAN STOLK SAYS GREAT PLAINS WHEAT ("TOO POLITICAL") AND U.S. FEED GRAINS COUNCIL WILL NOT BE MEMBERS ALTHOUGH SOME MEMBERS OF USFGC MIGHT BE INVITED TO JOIN.

3. PRESIDENT OF H-AGC: HENDRIK (DICK) VAN STOLK (BROTHER OF A.P. VAN STOLK). VICE PRESIDENT: RAYMOND A. IOANES (FORMERLY LIMITED OFFICIAL USE

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ADMINISTRATOR, FOREIGN AGRICULTUREAL SERVICE). ECONOMIST:

JOHN SCHNITTKER (FORMERLY USDA UNDER SECRETARY).

4. INITIAL ORGANIZATIONAL MEETING SCHEDULED FOR SEPT. 16-17 AT WATERGATE TERRACE HOTEL, WASHINGTON. PROGRAM INCLUDES, ON SEPT 16: TALK ON INTERNATIONAL ECONOMIC POLICY BY PHIL TREZISE, FORMER U.S. AMBASSADOR TO EC; AFTERNOON SEMINAR INCLUDING DON PAARLBERG, DUTCH MINAG DIRECTOR-GENERAL DE ZEEUW, CLARANCE PALMBY, AND AFROEMENTIONED A.P. VAN STOLK. ON SEPT 17: SENATOR HENRY BELLMON; DR. GARY SEAVERS, CEA; MICHAEL MCLOED AND TOM SAYLOR, SENATE AG COMMITTEE STAFF; BRIEFING IN ROOM 5066, USDA SOUTH BLDG. BY USDA OFFICIALS.

5. COMMENT: ACCORDING TO OUR CONTACTS HERE, IDEA FOR ORGANIZATION MAY HAVE GERMINATED DURING VISIT TO U.S. LAST YEAR BY A.P. VAN STOLK, DE ZEEUW, AND MARTIN WIJLER OF GRANARIA WHEN THEY WERE TOLD THAT JAPANESE GOVERNMENT HAD EFFECTIVE LOBBY IN U.S. SOMEONE (WIJLER DOES NOT REMEMBER WHO BUT BELIEVES IT MAY HAVE BEEN USDAO OR DUTCH EMBASSY OFFICIAL) SUGGESTED THEN AN ORGANIZATION FOR SIMILAR PURPOSES MIGHT BE GOOD FOR DUTCH INTERESTS. OTHER CONTACTS HERE WHO ARE MEMBERS OF H-AGC HAVE TOLD US THAT THE ORGANIZATION IS FOR PURPOSE OF LOBBYING. THE ESTABLISHMENT OF THE COUNCIL HAS NOT BEEN PUBLICIZED TO FIRMS AND INDIVIDUALS WHO MIGHT BE PRESUMED TO HAVE AN INTEREST. THE GENERAL MANAGERS OF BOTH CONTINENTAL (MUDDE) AND TRADAX (HOEFFELMAN) HAVE CALLED THE AG ATT TO ASK ABOUT THE ORGANIZATION AFTER HAVING HEARD ABOUT IT FROM ONE OF THEIR CUSTOMERS. BOTH EXPRESSED CONCERN THAT THE COUNCIL WILL BE NOTHING MORE THAN A VEHICLE FOR BY-PASSING THE ESTABLISHED GRAIN TRADING COMPANIES, AMENEUVER WHICH, THEY SAY, WAS UNSUCCESSFULLY ATTEMPTED BY A.P. VAN STOLK SOME YEARS AGO. THIS CONCERN MAY HAVE SOME BASIS AS VAN STOLK REMARKED TO AG ATT, WHEN COMMENTING ON THE PURPOSES OF THE H-AGC, THAT "THE GRAIN TRADE IS BECOMING MONOPOLIZED AND BUYERS MUST STICK TOGETHER." VAN STOLK'S FIRM, A COMMISSION HOUSE, BUYS ABOUT 80 PERCENT OF THE IMPORTED WHEAT USED BY DUTCH MILLS AND ABOUT 60 PERCENT OF THAT USED BY BELGIAN MILLS. WE SUGGEST THAT U.S. INTERESTS IN THIS IMPORTANT WHEAT AND FEED GRAIN MARKET WOULD NOT BE SERVED IF THE USG WERE TO SUPPORT, IN ANY WAY, AN EFFORT TO UNDERCUT TRADITIONAL TRADING COMPANIES. WHILE THE PURPOSES OF THE H-AGC MAY NOT GO BEYOND THOSE STATED IN PAR 1, ABOVE, IT MIGHT NOT BE A BAD IDEA IF PAARLBERG OR LIMITED OFFICIAL USE

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OTHER USG OFFICIALS WERE TO TAKE THE OPPORTUNITY TO GIVE A FAVORABLE NOD TO THE EFFECTIVE ROLE PLAYED BY TRADING COMPANIES IN GENERAL IN INTERNATIONAL TRADE.
GOULD

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 SEP 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: kelleyw0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974THEHA04542
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740256-0821
From: THE HAGUE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740946/aaaabmoo.tel
Line Count: 111
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AGR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags:
Review Date: 25 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 SEP 2002 by boyleja>; APPROVED <03 MAR 2003 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: HOLLAND-AMERICAN GRAINS COUNCIL
TAGS: BBAK, NL, US
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005